

# SPONSORSHIP OPPORTUNITIES

## FOR THE 2026 CALAFCO ANNUAL CONFERENCE

The CALAFCO Annual Conference is where California's LAFCO community comes together each year to reconnect with colleagues, exchange ideas, and prepare for the opportunities and challenges ahead. LAFCO commissioners and staff, attorneys, consultants, Associate Members, and public agency partners gather from throughout the state to discuss emerging issues, share practical solutions, and learn from one another.

This year's conference will feature timely educational sessions, engaging keynote speakers, and opportunities for meaningful conversations about the future of LAFCOs and the communities they serve. From general sessions and breakouts to networking events and informal discussions between sessions, attendees leave with new ideas, stronger professional relationships, and practical tools they can take back to their own organizations.



Conference Partners play an important role in making that experience possible. Your support helps CALAFCO deliver high-quality educational programs, bring together respected speakers and statewide experts, and create opportunities for attendees to connect, collaborate, and learn from one another. In return, your organization receives valuable visibility and direct interaction with LAFCO Commissioners, Executive Officers, attorneys, and other local government professionals from across California. As a 501(c)(3) charitable organization, CALAFCO sponsorships may also provide tax benefits. We invite you to explore the Conference Partnership opportunities in this prospectus and join us in making the 2026 CALAFCO Annual Conference another outstanding event for California's LAFCO community.

### Partnership levels for the 2026 Conference include

- » Supporting Sponsor (\$500)
- » Innovative (\$2,500)
- » Conference Lanyard Partner (\$2,500)
- » Horizon (\$1,500)
- » Visionary (\$6,000)
- » Welcome Reception Partner (\$3,500)
- » Trailblazing (\$2,000)

### FEATURED CONFERENCE ENHANCEMENTS (NEW FOR 2026)

- » Visionary Conference Partner (\$6,000)  
*Limited to Two*
- » Professional Portrait Studio & Conference Photography Partner (\$4,500)
- » LAFCO Showcase Gallery Partner (\$2,000)

For custom conference partnership opportunities, please email [info@calafco.org](mailto:info@calafco.org)

Featuring  
Keynote  
Speaker:  
**SENATOR  
ANGELIQUE  
ASHBY**

MAJORITY LEADER  
CA State Senate  
8th District



## SPONSORSHIP DEADLINE: FRIDAY, OCTOBER 2, 2026

Thank you for your partnership with CALAFCO. We appreciate your support and look forward to seeing you at the 2026 CALAFCO Conference!

**REGISTRATION IS NOW OPEN.** Scan the code or visit <https://qrco.de/bgBkrL>



## PRIORITY SELECTION

Tier 1 – Presenting Conference Partner

Tier 2 – Visionary Conference Partners

Note: All remaining Conference Partner opportunities are on a first-come, first-served basis.



### Supporting Conference Partner – \$500

- Recognition on conference signage and in the conference program
- Business card advertisement in the conference program



### Horizon Conference Partner – \$1,500

- Recognition on conference signage and in the conference program
- Exhibit table in the Conference Partner area
- Quarter-page advertisement in the conference program



### Trailblazing Conference Partner – \$2,000

- Recognition on conference signage and in the conference program
- Exhibit table in the Conference Partner area
- Half-page advertisement in the conference program
- One complimentary conference registration



### Innovative Conference Partner – \$2,500

- Recognition on conference signage and in the conference program
- Exhibit table in the Conference Partner area
- Full-page advertisement in the conference program
- One complimentary conference registration
- Opportunity to include one branded promotional item in the conference tote bag

## FEATURED CONFERENCE ENHANCEMENTS & OPPORTUNITIES



### LAFCO Showcase Gallery Partner – \$2,000 (Exclusive)

- Recognition throughout the LAFCO Showcase Gallery
- Recognition in the conference program
- Recognition during conference announcements introducing the Showcase Gallery



### Conference Lanyard Partner – \$2,500 (Exclusive)

- Company logo displayed on conference lanyards
- Conference program recognition



### Welcome Reception Partner – \$3,500 (Exclusive)

- Recognition during the Welcome Reception
- Event signage
- Conference program recognition



### Professional Portrait Studio & Conference Photography Partner – \$4,500 (Exclusive)

- Professional conference photography throughout the conference
- Recognition in the conference program and conference photo gallery
- Recognition in *The Sphere* and future CALAFCO publications utilizing conference photography
- Opportunity to reserve up to two portrait appointments (subject to availability)
- Six complimentary portrait sessions awarded to conference attendees through a random drawing at the Welcome Reception



### Visionary Conference Partner – \$6,000 (Limited to Two)

- Recognition on conference signage and in the conference program
- Premium exhibit location
- Full-page advertisement in the conference program
- Two complimentary conference registrations
- Second priority selection of Featured Conference Enhancements and Conference Partnership Opportunities



### Presenting Conference Partner – \$12,500 (Exclusive)

- Exclusive designation as the Presenting Conference Partner
- Conference-wide recognition throughout the conference
- Premium exhibit location
- Premium full-page advertisement in the conference program
- Three complimentary conference registrations
- Exclusive company logo displayed on the official conference tote bag alongside the CALAFCO and Host LAFCO logos
- Priority selection of Featured Conference Enhancements and Conference Partnership Opportunities

## CUSTOM CONFERENCE PARTNERSHIP OPPORTUNITIES

Organizations interested in supporting another aspect of the conference or creating a customized attendee experience are encouraged to contact CALAFCO to discuss additional Conference Partnership opportunities.

**SPONSORSHIP DEADLINE:  
FRIDAY, OCTOBER 2, 2026**

**Deadline for Priority Partners:  
Wednesday, September 16, 2026**

## SPONSORSHIP CATEGORIES

Sponsorships are allotted on a first come, first served basis. **Please check your desired sponsorship:**

- |                                                        |                                                                             |                                                                               |
|--------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------------------------------------------------------------|
| <input type="checkbox"/> <b>Supporting</b> ♦ \$500     | <input type="checkbox"/> <b>LAFCO Showcase Gallery</b><br>Partner ♦ \$2,000 | <input type="checkbox"/> <b>Professional Photography</b><br>Partner ♦ \$4,500 |
| <input type="checkbox"/> <b>Horizon</b> ♦ \$1,500      | <input type="checkbox"/> <b>Conference Lanyard</b><br>Partner ♦ \$2,500     | <input type="checkbox"/> <b>Visionary Conference</b><br>Partner ♦ \$6,000     |
| <input type="checkbox"/> <b>Trailblazing</b> ♦ \$2,000 | <input type="checkbox"/> <b>Welcome Reception</b><br>Partner ♦ \$3,500      | <input type="checkbox"/> <b>Presenting Conference</b><br>Partner ♦ \$12,500   |
| <input type="checkbox"/> <b>Innovative</b> ♦ \$2,500   |                                                                             |                                                                               |

*New sponsors, please email your logo to [info@CALAFCO.org](mailto:info@CALAFCO.org).*

**Total Sponsorship enclosed:** \$ \_\_\_\_\_

**Firm Name** (as you would like it listed in the program): \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Mailing Address:** \_\_\_\_\_

**City, State, Zip:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Contact Phone:** \_\_\_\_\_

Payment must accompany sponsorship form. Please make checks payable to **CALAFCO**.

### Mail form and remittance to:

CALAFCO  
1451 River Park Drive, Suite 185, Sacramento, CA 95815-4520  
EIN: 94-3312376

**WE ARE GRATEFUL  
FOR YOUR SUPPORT!**

## Conference Registration

**Registration is now open!** Visit [www.calafco.org](http://www.calafco.org) to register today.  
Program details are also available on the CALAFCO website.

## Hotel Reservations

**Sheraton Grand Sacramento Hotel**, Located at 11230 J Street, Sacramento, CA 95814

Please scan the QR code or visit: <https://qrco.de/bg9u9A> to make your hotel reservations and receive the discounted event group rate of \$259 per night. For questions, you may call the Hotel at (916) 447-1700 and reference **CALAFCO Annual Conference**. Price includes in-room Wi-Fi. Price excludes parking, taxes and fees. Hotel reservation cutoff date is Wednesday, September 23, 2026. For more details, contact CALAFCO at (916) 442-6536.

Scan For Hotel  
Reservations



Highlight your organization in the conference materials.

**SPONSORSHIP DEADLINE: FRIDAY, OCTOBER 2, 2026** \*All priority partners  
must register by **WEDNESDAY, SEPTEMBER 16, 2026**, to secure your spot.





JOIN US FOR THE 2026

# CALAFCO

## ANNUAL CONFERENCE

WEDNESDAY – FRIDAY, OCTOBER 21 – 23, 2026  
Sheraton Grand Sacramento Hotel ♦ 1230 J St., Sacramento

### THURSDAY KEYNOTE LUNCHEON

SENATE MAJORITY LEADER

**ANGELIQUE ASHBY**

CA STATE SENATOR • 8<sup>TH</sup> DISTRICT



Don't miss this opportunity to hear from California State Senate Majority Leader Angelique Ashby. With experience at both the local and state levels, Senator Ashby will discuss the issues shaping California's future, the priorities emerging from the Capitol, and what they mean for local governments and LAFCOs.

**CALIFORNIA'S PREMIER CONFERENCE FOR LAFCO AND LOCAL GOVERNMENT LEADERS** The challenges facing California's communities are evolving, and so is the role of local government. Join colleagues from across the state to exchange ideas, share experiences, and prepare for what's next.

### FEATURED SESSIONS

Hear from respected practitioners and subject matter experts on the issues that matter most to LAFCOs and the communities they serve.

-  **AI and Local Government** – Artificial intelligence is rapidly entering local government. Discover practical applications, emerging risks, and the governance questions every public agency should be prepared to answer.
-  **Fire Services Under Pressure** – Fire protection continues to evolve in communities across California. Examine the trends shaping the future of fire service and how LAFCOs can help communities evaluate options before challenges become crises.
-  **Legislative Update** – Hear directly from legislative leaders about the issues shaping local government in Sacramento and what they could mean for LAFCOs and the communities they serve.
-  **Beyond Growth: What's Next for LAFCO?** – California's communities are changing. Explore how shifting demographics, aging infrastructure, and evolving service needs are reshaping LAFCO's role in the years ahead.
-  **What Your Reports Are Really Saying** – Every report tells a story. Learn how to recognize emerging issues, ask better questions, and turn technical reports into better-informed decisions.
-  **Housing, Agriculture & Infrastructure** – When communities face competing priorities, there are rarely easy answers. Hear how LAFCOs and local agencies balance housing needs, agricultural preservation, infrastructure, and long-term community goals.

### PRE-CONFERENCE ACTIVITIES

**MOBILE WORKSHOP: Beneath the Streets of Old Sacramento: How Flood Protection Shaped a Capital City.** Go beneath the streets of historic Old Sacramento to discover the city's hidden history, then explore how reclamation districts, levees, and regional flood management continue to shape land use, development, and community resilience throughout the Sacramento region. This unique behind-the-scenes experience offers a fascinating look at how history, infrastructure, and planning continue to influence California's Capital City.

**Space is limited to 50 participants.** The tour includes approximately one-half mile of walking over uneven surfaces, stairs, darkly lit areas, tight spaces, and low doorways, and may not be suitable for individuals with mobility limitations.

**LAFCO 101 GAME SHOW:** Whether you're new to LAFCO or looking for a refresher, test your knowledge in this interactive and entertaining introduction to LAFCO fundamentals.

**REGISTRATION IS NOW OPEN!** To register, please scan the code or visit <https://qrco.de/bgBkrL>



CALAFCO, 1451 River Park Drive, Suite 185, Sacramento, CA 95815-4520  
Phone: (916) 442-6536 | Email: [info@calafco.org](mailto:info@calafco.org) | [www.calafco.org](http://www.calafco.org)



For hotel reservations, scan the QR code or visit: <https://qrco.de/bguu9A> and receive the discounted event group rate of **\$259 per night**. (excludes taxes, fees and parking).



**BOOK BEFORE SEPTEMBER 23, 2026**